

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: JACQUES WHITFORD & ASSOCIATES LTD. - REQUEST #4
PARTNER/VAD NAME:

SECTION I - Approval Requests:

HQAPP Requests:

TIER 1 Requests:

1. To add 3 Minority Owned Subsidiaries to the Customer definition. The 3 Minority Owned Subsidiaries are all Canadian companies. ATL-JW is 50% owned by Jacques Whitford. EM&I Jacques is 50% owned by Jacques Whitford. Minaskuat is 49% owned by Jacques Whitford.

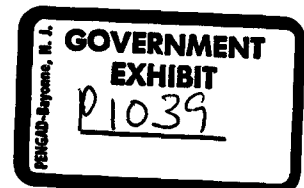
TIER 2/3 Requests:

Previously approved requests (include date of approval):

Please see copied below the previous 3 approval requests for JW – last one approved via HQAPP Feb 28, 2003
 Note that this Transaction closed on March 1, 2003 exactly as per the approvals below - this is an additional request.

SECTION II – Deal Summary: This is a Summary of the Transaction that closed March 1, 2003 between Oracle and JW.

Deal Summary	
Programs	Proj. Cost ; Proj Billing ; Fins Intell.; Fins ; Purchasing; HR ; Project Resource Mgmt; T&L ; SS-HR ; iExpenses ; Tutor for Apps ; SS-Tutor for Apps ; HR Intell.; 9iAS-EE ; iDS ; Discoverer Desktop ; DB-EE ; iAS-EE ; Programmer
License Discount	__ 69.1__ % (ebiz + 44__ %) & 97% Discount on Project Costing and Billing for 750 Users
Support Discount	__ 69.1__ % (ebiz + 44__ %) & 97% Discount on Project Costing and Billing for 750 Users
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Subset of Users	N/A
Support Options/Holds	Please see Request #1 above.
Price Holds	Please see Original Approval request and new requests above.
List License	\$10,165,527
List Support	\$2,236,415
List Comp & Admin	N/A
Net License	\$825,122
Net Support	\$181,526
Net Comp & Admin	N/A
Net Total Price	\$1,006,648
Price List Used	Oracle Canada Price List of Jan. 2003



SECTION III - Justification:

- JW purchased Net \$1.0M of "a la carte" Applications from Oracle March 1, 2003, Deal Summary as above
- Transaction was approved via HQAPP, Feb. 28, 2003 as per the email chain below.
- JW was a competitive win for Oracle against Peoplesoft in replacing the legacy JW BST system.
- JW is now in the early stages of implementation.
- JW has just realized that they did not include 3 minority owned subsidiaries in the contract and that they should have. All 3 companies are Canadian. JW owns 50% of 2 and 49% of one.
- JW through their legacy BST system has historically managed the financial and management services for each of these subsidiaries. They intended/intend to do the same with the new Oracle Apps solution. They have requested [Privileged Material Redacted] to add these entities to the Customer Definition.
- If Oracle says no to this - this will cause a serious Customer Satisfaction issue with JW.
- Note that Oracle has recently asked JW to take part in a media release as to why they chose Oracle over Peoplesoft. JW are awaiting approval to add these 3 subsidiaries before they will proceed with this.
- Brief statements on the 3 subsidiaries follow:
- ATL-JW is a Canadian Company, 50% owned by JW and 50% by ATL Consulting Group Ltd. Both Shareholders equally manage the operations - but JW has historically provided all accounting services.
- EM&I Jacques is a Canadian Company, 50% owned by JW and 50% by EM&I Ltd. Both Shareholders equally manage the operations - but JW has historically provided all accounting services.
- Minaskuat is a Canadian Company, 49% owned by JW and 51% by Innu Environmental. This 51:49% ownership structure was necessary to meet the Govt of Canada's definition of an "Aboriginal Business" and as such JW can access work that it otherwise could not. JW is responsible for the day to day management of the business and in practice Minaskuat is simply the JW office in Goose Bay, Newfoundland. JW runs all of the accounting for this company as well.

Recommendation:

Submitted By: JEFF BURBINE AM ; PETER MACPHERSON RD ; JOHN PIERLEONI RVP.

Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: JACQUES WHITFORD & ASSOCIATES LTD. - REQUEST #3
PARTNER/VAD NAME:

Please Note: This is Request #3. Original Requests, as approved via HQAPP are copied below. Note that Option 1 (a) from the original approval is what applies – the new products are now on the Oracle price list.

Privileged Material Redacted

SECTION I - Approval Requests:

HQAPP Requests:

1. Per the Original Request - a Discount on L&S of 69.1% (except on the Project Costing and Project Billing products) is required to "close".
2. Require the minimum purchase amount in the Price Protection to decrease from \$100K to \$25K per order.

Privileged Material Redacted

3. *Customer Definition: Those require to include their Parent Company (and its majority-owned sub) and a sister*
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- Privileged Material Redacted

TIER 1 Requests:

TIER 2/3 Requests:

Previously approved requests (include date of approval):

SECTION II – Deal Summary:

Deal Summary	
Programs	Proj. Cost ; Proj Billing ; Fins Intell.; Fins ; Purchasing; HR ; Project Resource Mgmt; T&L ; SS-HR ; iExpenses ; Tutor for Apps ; SS-Tutor for Apps ; HR Intell.; 9iAS-EE ; iDS ; Discoverer Desktop ; DB-EE ; iAS-EE ; Programmer
License Discount	__69.1__ % (ebiz + 44__%) & 97% Discount on Project Costing and Billing for 750 Users
Support Discount	__69.1__ % (ebiz + 44__%) & 97% Discount on Project Costing and Billing for 750 Users

Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Subset of Users	N/A
Support Options/Holds	Please see Request #1 above.
Price Holds	Please see Original Approval request and new requests above.
List License	\$10,165,527
List Support	\$2,236,415
List Comp & Admin	N/A
Net License	\$825,122
Net Support	\$181,526
Net Comp & Admin	N/A
Net Total Price	\$1,006,648
Price List Used	Oracle Canada Price List of Jan. 2003

SECTION III – Justification for the New Requests:

- ~~Final negotiations with the customer.~~ Privileged Material Redacted ~~in order to close this business for Q3.~~

US EXECUTIVE APPROVAL FORM

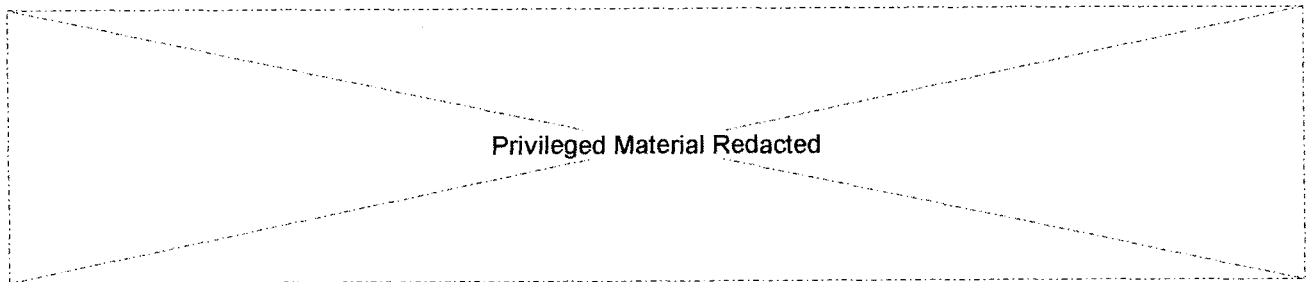
CUSTOMER NAME: JACQUES WHITFORD & ASSOCIATES LTD. - REQUEST #2
PARTNER/VAD NAME:

Please Note: This is Request #2 . Original Request , as approved via HQAPP 24 Feb. , is copied below. Note that Option 1 (a) from the original approval is what applies – the new products are now on the Oracle price list.

~~We are continuing to work the negotia~~ Privileged Material Redacted ~~APP requests to "close" this business.~~

SECTION I - Approval Requests:

HQAPP Requests:



TIER 1 Requests:

TIER 2/3 Requests:

Previously approved requests (include date of approval):

SECTION II – Deal Summary:

Deal Summary	
Programs	Proj. Cost ; Proj Billing ; Fins Intell. ; Fins ; Purchasing; HR ; Project Resource Mgmt; T&L ; SS-HR ; iExpenses ; Tutor for Apps ; SS-Tutor for Apps ; HR Intell. ; 9iAS-EE ; iDS ; Discoverer Desktop ; DB-EE ; iAS-EE ; Programmer
License Discount	<u>60.9</u> % (ebiz + 35.9 %) & 97% Discount on Project Costing and Billing for 750 Users
Support Discount	<u>60.9</u> % (ebiz + 35.9 %) & 97% Discount on Project Costing and Billing for 750 Users
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Subset of Users	N/A
Support Options/Holds	Please see Request #1 above.
Price Holds	Please see Original Approval request and new requests above.
List License	\$9,839,427
List Support	\$2,164,674
List Comp & Admin	N/A
Net License	\$850,013
Net Support	\$187,003

Net Comp & Admin	N/A
Net Total Price	\$1,037,016
Price List Used	Oracle Canada Price List of Jan. 2003

SECTION III – Justification for the New Requests:

- Engineering firms have very long time horizons. JW regularly establishes contracts with its customers that extend five-ten years. As such, JW requires 7 years of “insurance” on the Support Cap and Price Pro - so that they are “covered” vs their business model for risk of cost increases.
- The mix of products/users has changed slightly - and this has allowed us to decrease discount % 's and increase Net \$ to Oracle slightly. Project budget is set at Net L \$850K.

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: JACQUES WHITFORD & ASSOCIATES LTD.
PARTNER/VAD NAME:

Please Note: There are two separate Options for approval herein.
Please Note: Jeanne Lowell, VP Oracle Project Apps Development has approved (email below).

SECTION I - Approval Requests:
HQAPP Requests:

1.

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1.

2.

Privileged Material Redacted

TIER 1 Requests:

TIER 2/3 Requests:

Previously approved requests (include date of approval):

SECTION II – Deal Summary:

Deal Summary	
Programs	Proj. Cost ; Proj Billing ; Fins Intell.; Fins ; Purchasing; HR ; Project Resource Mgmt; T&L ; SS-HR ; iExpenses ; Tutor for Apps ; SS-Tutor for

	Apps ; HR Intell.; 9iAS-EE ; iDS ; Discoverer Desktop ; DB-EE ; iAS-EE ; Programmer
License Discount	__69_% (ebiz + 44_%) & 97% Discount on Project Costing and Billing for 750 Users
Support Discount	__69_% (ebiz + 44_%) & 97% Discount on Project Costing and Billing for 750 Users
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Subset of Users	N/A
Support Options/Holds	none
Price Holds	Please see requests #4 (Option 1) and #2 (Option 2) above.
List License	\$10,114,667.00
List Support	\$2,225,226
List Comp & Admin	N/A
Net License	\$812,106
Net Support	\$178,663
Net Comp & Admin	N/A
Net Total Price	\$990,769
Price List Used	Oracle Canada Price List of Jan. 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	none
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	N/A
Name of Agreement if applicable	N/A

SECTION III - Justification:

- Jacques Whitford Engineering is a Professional Consulting Engineering Company, HQ in Nova Scotia, Canada. JW has 1,000 employees , revenue of \$100M , and expects 50% growth by 2005.
- Jacques Whitford is not currently an Oracle customer
- The company's budget for Net L & 1st Yr S on this deal is firm at \$900,000
- Competitors are: BST & Peoplesoft with pricing below the \$900,000 budget
- Additional \$2M in net license revenue is expected over the next five years as the company expands
- Oracle Consulting has completed a 15day (\$45K) for a workshop on Gap Analysis solution design. Future Consulting revenue associated with this deal is estimated at \$ 1.2-1.5 Million.
- Jeanne Lowell Oracle VP Project Apps Development has approved, email is below .

Selling Project Costing and Billing now and the required discounts:

Oracle's current **Project Costing and Billing products'** license pricing is targeted at a centralized model where a few administrators access the applications on behalf of many project managers. JW runs a self-service model where all of

their project managers access the internal applications directly. This has made the costs of acquiring these applications from Oracle prohibitive.

- To solve this pricing/product problem, Oracle is scheduled to release new products called **Project Management and Project Collaboration**, which JW has helped develop with Oracle. These products are subsets of **Project Billing and Costing**.

- Originally these products were to be released in January, however; release is now being pushed out to mid March - (these products may be on the Oracle price list by Feb 28, 03). The small amount of functionality that JW requires for their project managers is in the new **Project Management and Project Collaboration** products.

-In order to lock-up this software sale for Q3, we need to propose full use **Project Costing and Billing** for their project managers with no restrictions. And a price pro clause for **Project Management and Project Collaboration** if and when they become available.

Privileged Material Redacted

-PeopleSofts pricing model avoids the high cost problem of field engineers accessing the programs. Their net for the same users and application footprint is \$800K. The customer has publically said they have picked Oracle, however they have told us we have to solve this issue or PS "will do".

Price protection: Engineering firms have very long time horizons. Contracts with their customers that extend five to ten years are the norm. JW requires 5 years of price pro.

Definition for "Field Project Manager": "Field Project Manager" is defined as a scientist, engineer, or engineering technician using the programs in support of field engineering duties and operations."

The definition is required to recognize the distinct role difference between field engineering employees that require the use of the programs for a subset of their duties, as opposed to heads down back office administration employees that require the use of the programs on a full time basis.

Approval of this request will achieve the following results:

- Secure a net new, highly visible applications customer and reference site
- Realize \$900K in upfront L&S revenue
- Add an additional \$2M in net revenue (expected) over the next four years as Jacques Whitfort grows & requires more Apps.

Recommendation: (leave blank for HQAPP to fill out)

Submitted By: JEFF BURBINE AM ; PETER MACPHERSON RD ; JOHN PIERLEONI RVP.
Field RM name if submitted by OracleDirect:

R: (leave blank for HQAPP to fill out)

C:

L:

A:

BP:

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